



Dear Barbara,

Please allow me to introduce myself. My name is Neil Fallon, your new account manager at [DAP Technologies](#). I am dedicated to providing you with the attention that you have come to expect from DAP Technologies. I have more than 30 years of experience delivering solutions to protect people and assets. During the past four years, I have concentrated in providing mobile biometric solutions to commercial markets, and to federal, state and local governments.

**In these challenging economic times, DAP Technologies can help your business grow.**

As the leading manufacturer of ultra-rugged mobile computers, DAP Technologies has helped organizations throughout the U.S. increase revenue and profit margins. By partnering with the best software providers – and by listening to our customers' needs – DAP delivers reliable computer solutions for the most harsh environments.

Our reliable handheld and tablet computers are already being used by companies in industries such as:

- Energy & Utilities
- Public Safety & Emergency Services
- Security & Access Control
- Parking Enforcement
- Military
- Transportation & Logistics
- Construction
- Field Service

To our **Customers and Future Customers**: I welcome the opportunity to learn about your business needs and how we can help.

To our **Solutions Providers**: I look forward to learning about the software solutions your company provides.

Most importantly, I look forward to working with you – our customers, future customers, and software solutions partners – to achieve your business objectives.



I hope to meet you in the near future, to discuss your particular business challenges associated with providing data to your mobile work force. I will be reaching out to you over the next several weeks on the phone, via email, and in person; however, please contact me directly if your needs require more immediate attention:

Office: (603) 898-1974  
Cell: (603) 689-8813  
Email: [n.fallon@daptech.com](mailto:n.fallon@daptech.com)

Best regards,

**Neil Fallon**

Business Development Manager  
Midwestern States

P.S. Give me a call to find out about our newest product, **Kinysis**, an ultra-rugged Windows XP (Standard Embedded) tablet!



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